

Message Text

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PAGE 01 CARACA 03547 142335Z
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PASS TO: OED/MEPD AND OIM

E.O. 11652: N/A
TAGS: BENC, VE
SUBJECT: MAJOR PROJECT: MARAVEN'S LUBRICANT MIXING AND PACKING
PLANT

1. PROJECT NAME: LUBRICANT MIXING AND PACKING PLANT.

2. BRIEF DESCRIPTION: MARAVEN S.A., A MAJOR SUBSIDIARY OF THE
NATIONAL OIL HOLDING COMPANY PETROLES DE VENEZUELA S.A., HAS CALLED
FOR VENEZUELAN AND FOREIGN ENGINEERING FIRMS REGISTERED IN THE
COUNTRY, TO PREQUALIFY FOR THE DETAIL ENGINEERING, MATERIALS
PROCUREMENT (OPTIONAL), AND CONSTRUCTION OF A LUBRICANT MIXING
AND PACKING PLANT TO BE LOCATED AT THE CARDON REFINERY; PUNTO
FIJO, ESTADO FALCON; VENEZUELA.

THE MAIN FEATURES OF THIS PLANT ARE:

A MISING SECTION WITH SIMULTANEOUS MEASUREMENT AND
A CAPACITY OF 200,000 TONS/YEAR PER SHIFT OF 70 TYPES OF
LUBRICANT OILS BASED ON 9 BASIC LUBRICANT OILS AND 36
ADDITIVES.

A PACKING SECTION WITH A CAPACITY OF 130,000 TONS/YEAR
PER SHIFT, USING BOTH DIFFERENT TYPES OF CONTAINERS AND
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IN BULK. THIS SECTION SHOULD PRODUCE:

225,000 CARTONS/MOTH (24 CANS OF 1 LETER PER CARTON)

35,000 DRUMS/MONTH (208 LITERS PER DRUM)

44,000 PAILS/MONTH (19 LITERS PER PAIL)

5,500 TONS/MONTH IN BULK

A TANK SECTION OF APPROXIMATELY:

11 TANKS FOR BASIC LUBRICANT OIL (25,000 M3)

5 TANKS FOR ADDITIVES (3,000 M3)

29 TANKS FOR MIXING (5,500 M3)

26. TANKS FOR RETENTION AND ECANTATION (350 M3)

BUILDING FOR OFFICES, LABORATORY AND CAFETERIA - 770 M2

BUILDINGS TO WAREHOUSE CARTONS AND PAILS - 8,500 M2

MIXING AND PACKING ROOM - 4,000 M2

TOTAL CONSTRUCTION AREA: 70,000 M2

THE EMBASSY UNDERSTANDS THE PROJECT WILL INVOLVE RELOCATION OF CERTAIN FACILITIES, POSSIBLE INCLUDING STORAGE AND MIXING TANKS, WHICH ARE PART OF AN EXISTING FACILITY. NOTE: THE PRESENT CALL IS FOR THE PREQUALIFICATION OF PROSPECTIVE BIDDERS ON THIS PROJECT.

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3. EXECUTING AGENCY/PROJECT MANAGER:

COMITE TECNICO DE ENVASADORA, ALN/5
MARAVEN S.A.
APARTADO POSTAL 829
CARACAS 101, VENEZUELA
TEL: 91-25-55

4. STATUS OF PROJECT/ANTICIPATED BID DATES: THE VENEZUELAN OR FOREIGN FIRMS PLANNING TO PARTICIPATE SHOULD:

- A) HAVE EXPERIENCE, OF THEIR OWN OR BY ASSOCIATION WITH OTHER FIRMS, IN SIMILAR PROJECTS AND PLANTS.
- B) HAVE A MINIMUM OF 50 ENGINEERS/TECHNICIANS TO UNDERTAKE THE DETAIL ENGINEERING, WHICH SHOULD BE EXECUTED LOCALLY AS MUCH AS POSSIBLE.
- C) HAVE SUFFICIENT HUMAN RESOURCES TO ADMINISTER, MANAGE AND EXECUTE THE WORK (ESTIMATED AT 1,000,000 MANPOWER HOURS).

D) HAVE THE CAPACITY AND EXPERIENCE TO PURCHASE THE MATERIALS EITHER LOCALLY OR ABROAD.

E) HAVE 5 MILLION BOLIVARS OF FINANCING CAPACITY AS A MINIMUM.

F) DELIVER THE FINISHED WORK IN 24 MONTHS, FROM THE STARTING DATE.

FIRMS COMPLYING WITH THE ABOVE PREREQUISITES SHOULD SUBMIT THEIR LEGAL DOCUMENTATION AS WELL AS COMPLETE INFORMATION TO DOCUMENT THEIR COMPLIANCE WITH THE PREREQUISITES TO THE ABOVE MENTIONED ADDRESS (SEE PARA 3) BEFORE MAY 12, 1978.
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5. ESTIMATED PROJECT COST/FOREIGN CONTENT: NA

6. COMPETITIVE FACTORS: TO THE EMBASSY'S KNOWLEDGE, THIS IS THE FIRST IMPORTANT PROJECT RELATED TO THE NATIONALIZED PETROLEUM INDUSTRY'S REFINERY UPGRADING PROGRAM WHICH HAS BEEN PUT OUT FOR PUBLIC BID. THIS MAY INDICATE THAT MARAVEN IS ACTIVELY SEEKING PARTICIPATION BY LOCAL FIRMS, ALONE OR IN ASSOCIATION WITH FOREIGN FIRMS, AND IT IS THEREFORE RECOMMENDED THAT PROSPECTIVE U.S. BIDDERS INVESTIGATE THE POSSIBILITY OF ASSOCIATING WITH LOCAL FIRMS IN THIS PROJECT. HEAVY COMPETITION CAN BE EXPECTED FROM EUROPEAN AS WELL AS LOCAL FIRMS.

MARAVEN, FORMERLY SHELL OF VENEZUELA, A SUBSIDIARY OF ROYAL DUTCH SHELL, IS THE SECOND LARGEST OPERATING OIL COMPANY IN VENEZUELA WITH A DAILY PRODUCTION OF APPROXIMATELY 500,000 BARRELS PER DAY OF CRUDE OIL AND 250,000 B/D OF REFINED PRODUCTS.
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Disposition Date: 01 jan 1960
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Disposition History: n/a
Disposition Reason:
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